

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW PRIORITY

AMCONSUL LENINGRAD PRIORITY

UNCLAS STATE 233705

E.O. 11652: N/A

TAGS: OCON, BEXP, EEWT, XH

SUBJECT: EASTERN EUROPE ECONOMIC/COMMERCIAL OFFICERS'  
CONFERENCE, SEPTEMBER 27-30, 1976

REF: STATE 214653; STATE 221062

1. AS INDICATED IN STATE 221062, CONFERENCE ORGANIZERS  
HAVE BEEN PUTTING TOGETHER A QUOTE SESSION ORGANIZATION  
GUIDE END QUOTE FOR EACH SESSION TO ASSIST PANELISTS IN  
THEIR PREPARATIONS FOR SUBJECT CONFERENCE.

2. EACH POINT SUGGESTED IN THE GUIDE REMAINS A SUGGESTION  
AND NO PANELIST COULD COVER ALL THE POINTS ADEQUATELY IN  
THE BRIEF TIME ALLOTTED FOR HIS OR HER PRESENTATION.  
PANELISTS SHOULD SELECT FROM THEIR OWN EXPERIENCES THE  
POINTS WARRANTING PARTICULAR EMPHASIS AND PROMISING TO  
STIMULATE THE GREATEST DISCUSSION.

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3. FOR MOSCOW. WE WOULD APPRECIATE IT IF FARRAND WOULD PREPARE A BRIEF UNCLASSIFIED OUTLINE OR NARRATIVE DESCRIPTION OF THEIR PRESENTATIONS FOR SUBMISSION TO THE MODERATOR AS SOON AS PRACTICABLE AFTER ARRIVAL IN GARMISCH TO FACILITATE COORDINATION AMONG PANELISTS.

4. SESSION ORGANIZATION GUIDE FOR 0830 HOURS ON SEPTEMBER 30, 1976 FOLLOWS:

A. AGENDA ITEM: INDUSTRIAL COOPERATION AND COMPENSATION ARRANGEMENTS

MODERATOR: LAWRENCE BRADY, BEWT/OEA

PANELISTS: ALLEN LENZ, BEWT/OEWPP; CARL SCHMIDT, EUR/EE; WILLIAM FARRAND, MOSCOW

RAPPORTEUR: GEORGE RUECKERT, LENINGRAD

B. OBJECTIVE OF SESSION: TO EXPLORE THE USE OF INDUSTRIAL COOPERATION AGREEMENTS (ICA) AND COMPENSATION ARRANGEMENTS (CA) AS A MEANS TO EXPANSION OF EAST-WEST TRADE; TO FOCUS ON THE MOTIVATIONS TO USE THESE ARRANGEMENTS AND THEIR ADVANTAGES AND PROBLEMS FROM BOTH THE WESTERN AND EASTERN PERSPECTIVES.

C. THRUST OF PANELISTS' PRESENTATIONS

1) SYNOPSIS OF BEWT RESEARCH ON ICA'S AND CA'S (ALLEN LENZ)

-- COMPLETED AND IN-PROGRESS RESEARCH

-- EXTENT OF U.S. WESTERN INVOLVEMENT IN SUCH ARRANGEMENTS

-- TRADE POLICY RAMIFICATIONS

-- SUPPORTING MATERIALS: QUOTE COMPENSATION ARRANGEMENTS ENCAPSULATED END QUOTE, A. LENZ, BEWT; QUOTE COMPARISON OF U.S. AND WEST EUROPEAN INDUSTRIAL COOPERATION AGREEMENTS UNCLASSIFIED

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BY TYPE OF AGREEMENT AND INDUSTRY CLASSIFICATION END QUOTE, J. MATHESON, BEWT; EXTRACT, (CHAPTER 1 SUMMARY) FROM INDIANA DEVELOPMENT RESEARCH CENTER STUDY FOR BEWT, QUOTE THE U.S. PERSPECTIVE ON EAST-WEST INDUSTRIAL COOPERATION END QUOTE; AND QUOTE A COMPOSITE INDUSTRIAL COOPERATION CASE STUDY END QUOTE, EXTRACTED FROM U.S.-ROMANIAN INDUSTRIAL COOPERATION: A COMPOSITE CASE STUDY END QUOTE, A PAPER BY PAUL MARER, IDRC, JUNE 1976.

2) USEFULNESS TO U.S. COMPANIES (CARL SCHMIDT)

-- ADVANTAGES AS PERCEIVED BY U.S. FIRMS

-- U.S. FIRMS' DESIDERATA DURING THE NEGOTIATING PHASE

3) IC AND CA PROSPECTS--AN EMBASSY VIEW (WILLIAM FARRAND)

-- THE IMPORTANCE OF INDUSTRIAL COOPERATION AND COMPENSATION ARRANGEMENTS TO EASTERN PLANS AND PLANNERS

-- USEFULNESS AND EFFECTIVENESS OF THESE ARRANGEMENTS FROM THE EASTERN PERSPECTIVE

-- EASTERN PROBLEMS WITH INDUSTRIAL COOPERATION AND COMPENSATION ARRANGEMENTS. ROBINSON

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## Message Attributes

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